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Butler, David

From: Jack Pringle [jpringle@ellislawhorne.com]
Sent: Thursday, January 10, 2008 8:52 AM
To: Butler, David; nsedwar@regstaff.sc.gov; Reibold, Shealy
Subject: 2007-362-C
Attachments: Biography of Kyle Coats.pdf

The Applicant intends to have Kyle Coats, an officer of the Company, adopt the prefiled testimony of Mr. Brydels at the upcoming hearing on Monday. Attached is a biography of Mr. Coats. Coincidentally, (not ironically), Mr. Coats has testified at the Commission before, in his role with Everycall Communications.

Please let me know if you have any concerns or questions regarding Mr. Coats' adoption of testimony and witness appearance at the hearing.

Jack P.

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COPY
Posted: lod
Dept: S.A.
Date: 1/11/08
Time: 8:35

KYLE B. COATS
5614 Stones River Ave.
Baton Rouge, LA 70817

RESUME OF QUALIFICATIONS

(225) 753-6230

EDUCATION

LOUISIANA STATE UNIVERSITY, Baton Rouge, LA
Bachelor of Science Degree

EXPERIENCE

07/03-Present

EVERYCALL COMMUNICATIONS, Baton Rouge, LA
President/Treasurer

01/03- 07/03

COMMAND CENTRAL, Baton Rouge, LA
Sales Manager
Responsibilities: All sales activity related to prospecting, proposing and closing alarm monitoring services to alarm dealers throughout the U.S.

12/00-12/02

EATEL, Baton Rouge, LA (Eatel acquired Telamerica 12/8/00)
Manager, Strategic Sales
Responsibilities: Manage the existing Telamerica sales team in marketing the products offered by Eatel. Products include: facilities based T-1 and resale dial tone, T-1 internet and long distance service.

12/96- 12/00

TELAMERICA LONG DISTANCE, Baton Rouge, LA
Vice President of Sales and Customer Service
Responsibilities: In addition to responsibilities as sales manager, my responsibilities included: Opening sales offices in markets throughout LA, staffing these offices with both sales and managerial personnel, creating a centralized customer service department and then expanding it into a 24/7 operation, managed the process of becoming a competitive Local Exchange Carrier.

1/88 - 3/96

Sales Manager-TELAMERICA LONG DISTANCE
Responsibilities: Hiring, training, supervising, and evaluating of sales force, development and implementation of incentive oriented compensation plan and competitive rate structures, coordination of all marketing activities which include: direct sales, trade shows, and advertising trade accounts. Handled all customer relations for new and existing accounts.

2/87 - 1/88

Communications Consultant - TELAMERICA LONG DISTANCE
Responsibilities: Generation of leads, follow up on leads, analysis of potential client's long distance needs, presentation and closing of proposals to potential clients, follow up on customer satisfaction.

6/85 - 1/87

GAGE TELECO USA, Baton Rouge, LA
Account Representative
Responsibilities; Market PBX and Key phone systems to area businesses.

REFERENCES

Available upon request

Kyle B. Coats